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POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

JANUARY - MARCH

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1987	1986	Change %	1987	1986	Change %	1987	1986	Change %
Beginning Inventory	1,693,794	1,946,547	-13.0%	406,745	356,990	13.9%	2,100,539	2,303,537	-8.8%
(+) Production	2,043,989	1,906,749	7.2%	295,921	222,846	32.8%	2,339,910	2,129,595	9.9%
(-) Ending Inventory	1,410,207	1,945,902	-27.5%	352,773	255,815	37.9%	1,762,980	2,201,717	-19.9%
(=) Total Disappearance	2,327,576	1,907,394	22.0%	349,893	324,021	8.0%	2,677,469	2,231,415	20.0%
(-) Exports	871,875	637,242	36.8%	57,559	110,183	-47.8%	929,434	747,425	24.4%
(=) Disappearance-Canada & United States	1,455,701	1,270,152	14.6%	292,334	213,838	36.7%	1,748,035	1,483,990	17.8%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

JANUARY-MARCH QUARTER, 1987 & 1986

	PRODUCTION		ENDING INVENTORY, March 31				DISAPPEARANCE	
	1987	JAN-MAR 1986	MINE SITE	OFFSITE	1987	1986	1987	JAN-MAR 1986
MURIATE								
Special Std.	110,990	54,269	28,408	14,138	42,546	42,643	99,235	54,661
Standard	574,242	510,006	227,621	199,104	426,725	607,698	714,659	514,737
Chemical	23,470	24,880	10,066	3,866	13,932	9,939	18,393	27,232
Coarse	611,306	577,743	74,099	333,259	407,358	654,269	728,597	496,853
Granular	770,185	715,253	255,105	303,549	558,654	643,097	866,547	705,898
Soluble	191,867	184,538	127,372	118,853	246,225	158,802	182,270	177,996
SULPHATES	57,850	62,906	43,280	24,260	67,540	85,269	67,768	29,685
TOTAL	2,339,910	2,129,595	765,951	997,029	1,762,980	2,201,717	2,677,469	2,007,062

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES JANUARY-MARCH	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS			
	1987	JAN-MAR 1986	1987	JAN-MAR 1986	1987	JAN-MAR 1986	1987	JAN-MAR 1986	1987	1986
MURIATE										
Special Std	16	-	102,090	37,212	-	-	-	-	102,106	37,212
Standard	114,429	129,005	628,671	495,910	54,945	47,009	1,333	971	799,378	672,895
Chemical	-	-	-	-	16,828	14,787	589	267	17,417	15,054
Coarse	710,659	520,901	56,929	35,693	-	-	-	-	767,588	556,594
Granular	706,255	670,301	90,771	94,864	-	-	-	-	797,026	765,165
Soluble	125,246	120,746	17,409	27,885	23,331	31,133	8,701	28,747	174,687	208,511
SULPHATES	43,697	45,641	22,908	25,876	662	954	33	-	67,300	72,471
TOTAL	1,700,302	1,486,594	918,778	717,440	95,766	93,883	10,656	29,985	2,725,502	2,327,902

Note: Exports are lised on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JANUARY - MARCH 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	670	0	0	0	0	670
Australia	1,407	11,972	37,062	0	1,382	51,823
Bangladesh	21,174	0	0	0	0	21,174
Brazil	0	4,668	6,411	0	0	11,079
Chile	8,850	0	0	0	0	8,850
China	170,422	0	0	0	9,039	179,461
Columbia	1,794	2,770	2,443	0	667	7,674
Costa Rica	12,140	0	1,320	0	1,842	15,302
Denmark	16,712	0	0	0	0	16,712
Dom. Republic	0	0	6,577	0	204	6,781
Guatemala	3,335	0	2,001	0	0	5,336
Holland	14,736	0	10,292	0	0	25,028
Honduras	0	0	0	0	1	1
India	71,761	0	0	0	0	71,761
Indonesia	74,941	0	0	0	0	74,941
Italy	0	0	0	0	4	4
Japan	66,060	34,134	21,303	17,409	8,790	147,696
Korea	90,438	0	0	0	0	90,438
Malaysia	86,240	3,385	0	0	0	89,625
Mexico	771	0	16	0	373	1,160
New Zealand	16,185	0	0	0	0	16,185
Peru	9,361	0	0	0	606	9,967
Philippines	10,561	0	0	0	0	10,561
South Africa	0	0	3,346	0	0	3,346
Sri Lanka	14,412	0	0	0	0	14,412
Switzerland	38,791	0	0	0	0	38,791
TOTAL AG:	730,761	56,929	90,771	17,409	22,908	918,778
NON-AGRICULTURAL						
Japan	351	-	-	8,701	0	9,052
Korea	376	-	-	0	0	376
Mexico	920	-	-	0	33	953
United Kingdom	275	-	-	0	0	275
TOTAL NON-AG:	1,922	-	-	8,701	33	10,656
TOTAL EXPORTS:	**732,683**	**56,929**	**90,771**	**26,110**	**22,941**	**929,434**

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

JANUARY-MARCH QUARTER, 1987 & 1986

	PRODUCTION		ENDING INVENTORY, March 31				DISAPPEARANCE	
	1987	JAN-MAR 1986	MINE SITE	OFFSITE	1987	1986	1987	JAN-MAR 1986
MURIATE								
Special Standard	110,990	54,269	28,408	14,138	42,546	42,643	99,235	54,661
Standard	516,756	416,423	103,997	196,524	300,521	487,161	621,719	494,395
Chemical	21,610	21,480	7,862	3,866	11,728	5,478	13,912	26,190
Coarse	583,932	561,344	70,376	333,147	403,523	635,167	686,451	482,556
Granular	627,272	671,029	104,118	302,598	406,716	623,046	732,507	673,423
Soluble	183,429	182,204	126,320	118,853	245,173	152,407	173,752	176,169
TOTAL	2,043,989	1,906,749	441,081	969,126	1,410,207	1,945,902	2,327,576	1,907,394

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JANUARY-MARCH	
	1987	JAN-MAR 1986	1987	JAN-MAR 1986	1987	JAN-MAR 1986	1987	JAN-MAR 1986	1987	1986
MURIATE										
Special Std	16	-	102,090	37,212	-	-	-	-	102,106	37,212
Standard	89,954	109,508	614,600	430,968	31,530	18,014	413	-	736,497	558,490
Chemical	-	-	-	-	12,974	12,639	589	251	13,563	12,890
Coarse	685,740	497,721	51,413	31,625	-	-	-	-	737,153	529,346
Granular	583,398	609,657	76,660	80,554	-	-	-	-	660,058	690,211
Soluble	124,563	118,893	17,409	27,885	21,866	29,535	8,701	28,747	172,539	205,060
TOTAL	1,483,671	1,335,779	862,172	608,244	66,370	60,188	9,703	28,998	2,421,916	2,033,209

Note: Exports are lised on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JANUARY - MARCH 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	670	0	0	0	670
Australia	1,407	11,972	37,062	0	50,441
Bangladesh	21,174	0	0	0	21,174
Brazil	0	4,668	2,656	0	7,324
Chile	8,850	0	0	0	8,850
China	170,422	0	0	0	170,422
Costa Rica	10,579	0	0	0	10,579
Denmark	16,712	0	0	0	16,712
Guatemala	3,335	0	2,001	0	5,336
Holland	14,736	0	10,292	0	25,028
India	71,761	0	0	0	71,761
Indonesia	74,941	0	0	0	74,941
Japan	62,728	31,388	21,303	17,409	132,828
Korea	90,438	0	0	0	90,438
Malaysia	86,240	3,385	0	0	89,625
New Zealand	16,185	0	0	0	16,185
Peru	2,748	0	0	0	2,748
Philippines	10,561	0	0	0	10,561
South Africa	0	0	3,346	0	3,346
Sri Lanka	14,412	0	0	0	14,412
Switzerland	38,791	0	0	0	38,791
TOTAL AG:	716,690	51,413	76,660	17,409	862,172
NON-AGRICULTURAL					
Japan	351	-	-	8,701	9,052
Korea	376	-	-	0	376
United Kingdom	275	-	-	0	275
TOTAL NON-AG:	1,002	-	-	8,701	9,703
TOTAL EXPORTS:	**717,692**	**51,413**	**76,660**	**26,110**	**871,875**

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

JANUARY-MARCH QUARTER, 1987 & 1986

	PRODUCTION		ENDING INVENTORY, March 31				DISAPPEARANCE	
	1987	JAN-MAR 1986	MINE SITE	OFFSITE	1987	1986	1987	JAN-MAR 1986
MURIATE								
Standard	57,486	93,583	123,624	2,580	126,204	120,537	92,940	131,452
Chemical	1,860	3,400	2,204	0	2,204	4,461	4,481	2,193
Coarse	27,374	16,399	3,723	112	3,835	19,102	42,146	31,101
Granular	142,913	44,224	150,987	951	151,938	20,051	134,040	81,524
Soluble	8,438	2,334	1,052	0	1,052	6,395	8,518	6,034
SULPHATES	57,850	62,906	43,280	24,260	67,540	85,269	67,768	71,717
TOTAL	295,921	222,846	324,870	27,903	352,773	255,815	349,893	324,021

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JANUARY-MARCH	
	1987	JAN-MAR 1986	1987	JAN-MAR 1986	1987	JAN-MAR 1986	1987	JAN-MAR 1986	1987	1986
MURIATE										
Standard	24,475	19,497	14,071	64,942	23,415	28,995	920	971	62,881	114,405
Chemical	-	-	-	-	3,854	2,148	-	16	3,854	2,164
Coarse	24,919	23,180	5,516	4,068	-	-	-	-	30,435	27,248
Granular	122,857	60,644	14,111	14,310	-	-	-	-	136,968	74,954
Soluble	683	1,853	-	-	1,465	1,598	-	-	2,148	3,451
SULPHATES	43,697	45,641	22,908	25,876	662	954	33	-	67,300	72,471
TOTAL	216,631	150,815	56,606	109,196	29,396	33,695	953	987	303,586	294,693

Note: Exports are lised on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

JANUARY - MARCH 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	1,382	1,382
Brazil	0	0	3,755	0	0	3,755
China	0	0	0	0	9,039	9,039
Columbia	1,794	2,770	2,443	0	667	7,674
Costa Rica	1,561	0	1,320	0	1,842	4,723
Dom. Republic	0	0	6,577	0	204	6,781
Honduras	0	0	0	0	1	1
Italy	0	0	0	0	4	4
Japan	3,332	2,746	0	0	8,790	14,868
Mexico	771	0	16	0	373	1,160
Peru	6,613	0	0	0	606	7,219
TOTAL AG:	14,071	5,516	14,111	0	22,908	56,606
NON-AGRICULTURAL						
Mexico	920	-	-	0	33	953
TOTAL NON-AG:	920	-	-	0	33	953
TOTAL EXPORTS:	**14,991**	**5,516**	**14,111**	**0**	**22,941**	**57,559**